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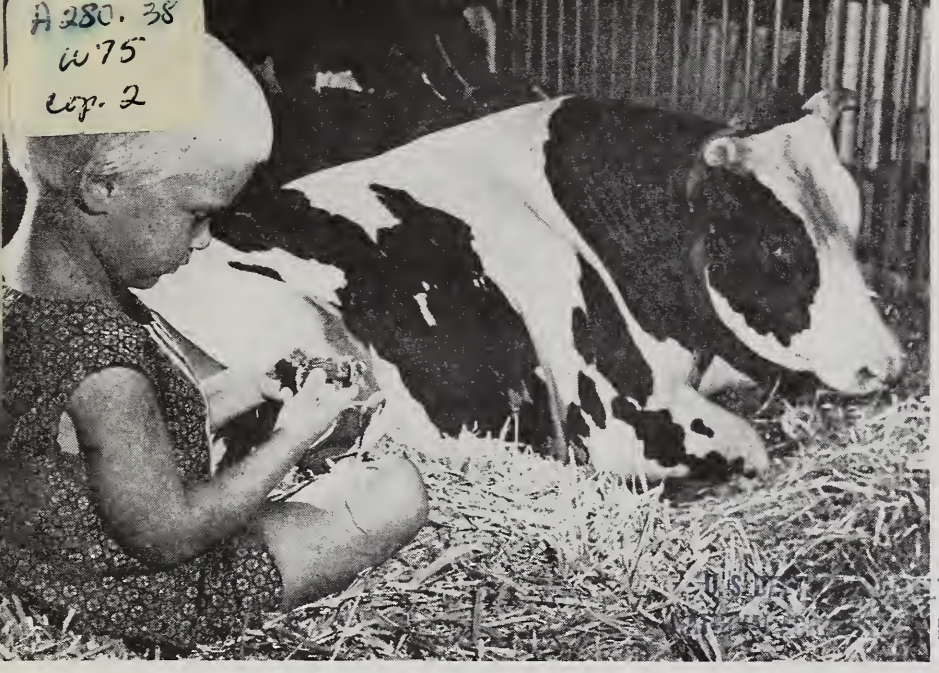

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WISCONSIN
FEDERAL MILK ORDER BULLETIN

for the
Milwaukee, Northeastern
and Madison Marketing Areas

C. T. McCleery—Market Administrator

AUGUST 1967

Dairy Farmers for Puget Sound Area To Have Class I Base Plan

Dairy farmers serving the Puget Sound Federal milk marketing order area will be paid through a new Class I base plan starting September 1, the U.S. Department of Agriculture announced.

USDA's Consumer and Marketing Service said this will establish for the first time in any milk order a Class I base plan as authorized by the Food and Agriculture Act of 1965. In effect, the plan will apportion the market's higher-valued fluid milk sales among dairy farmers serving the Puget Sound area based on their past deliveries of milk to the market.

Under this plan, dairy farmers will be assigned "Class I bases," for which they will be paid at a base price per hundredweight (46.5 quarts). If they deliver more milk to the market than their base, it will be paid for at a lower level.

The production history base for each producer will be his highest daily average delivery to the Puget Sound market during 120 or more days in the August–December periods of 1964, 1965, or 1966. This base for the individual producer will then be adjusted pro rata to equal 120 percent of daily average Class I sales of all producer milk in the market in 1966.

Producer–handlers will continue to be exempt from regulation by the order, and will not be assigned Class I bases. If their operations should increase to the detriment of other producers participating in the Class I base plan, a public hearing will be held to consider changing producer–handler provisions of the order, officials said. Producer–handlers are dairy farmers who sell their own milk at retail in the marketing area, instead of wholesaling it to regulated distributors.

The amended order also makes special provision for

(continued on page 8)

DATA IN BRIEF — FOR THE MAN IN A HURRY

JULY 1967	MILWAUKEE Order No. 39 ♦		NORTHEASTERN WIS. Order No. 45		MADISON Order No. 51	
Class I Price & Differential	$4.89	8.0¢	$4.75	8.3¢	$4.89	8.0¢
Class II Price & Differential	$3.95	7.6¢	$3.95	7.6¢	$3.95	7.6¢
Producer Price & Differential	$4.39	7.8¢	$4.36	7.9¢	$4.48	7.8¢
Pounds of Producer Milk	315,035,148		45,514,732		17,236,793	
Percentage in Class I	46.7%		50.4%		51.6%	
AUGUST 1967						
Class I Price & Differential	$4.89	8.0¢	$4.75	8.3¢	$4.89	8.0¢

♦ After May 1, 1966.

SELECTED COMPARISON OF WISCONSIN MARKETS

	Order No. 39▲			Order No. 45			Order No. 51		
	July		Com-	July		Com-	July		Com-
	'67	'66	parison	'67	'66	parison	'67	'66	parison
Average Daily:									
Producer Milk, thous. lbs.	2770	2404	15.2%	1468	1265	16.0%	556	520	6.9%
Other Receipts, thous. lbs.	169	161	5.0%	79	93	−15.0%	119	140	−15.0%
Gross Class I, thous. lbs.	2189	1943	12.7%	763	809	−5.7%	302	411	−26.5%
Gross Class II, thous. lbs.	946	723	30.8%	857	634	35.2%	373	249	49.8%
Deliveries per Farm, lbs.	1174	1050	11.8%	1057	980	7.9%	1157	1003	15.4%
Number of Farms	2567	2302	265	1389	1291	98	571	518	53
Avg. Test of Producer Milk, %	3.60	3.60	–	3.59	3.57	.02	3.54	3.56	−.02
Number of Handlers:									
Pool Plants	26	27	−1	52	61	−9	16	19	−3
Other Handlers	2	2	–	4	5	−1	8	7	1
Producer Milk in Class I, %	76.7	83.2	−6.5	50.4	62.1	−11.7	51.6	72.3	−20.7
Shrinkage to Total Receipts:									
Product Pounds, %	1.51	1.39		1.37	1.65		1.08	1.41	
Butterfat Pounds, %	1.35	1.61		1.01	2.48		1.08	1.69	

▲ Prior to May 1, 1966.

NEARBY FEDERAL ORDER DATA

JULY 1967

MARKET	Producer Milk	Class I Milk	Class I Price 3.5% Milk	Producer Price 3.5% Milk	Aug. 1967 Class I Price 3.5% Milk
	thous. lbs.	thous. lbs.	$ per cwt.	$ per cwt.	$ per cwt.
Duluth–Superior, No. 69	15,150	7,107	5.15	4.35	5.15
Madison, No. 51	17,237	8,890	4.89	4.48	4.89
Michigan Upper Peninsula, No. 44	11,439	7,612	4.96	4.715	4.96
Milwaukee, No. 39♦	315,035	147,008	4.89	4.39	4.89
Minneapolis–St. Paul, No. 68	129,600	54,388	4.87	4.42	4.87
Northeastern Wisconsin, No. 45	45,515	22,940	4.75	4.36	4.75
Quad Cities–Dubuque, No. 63	34,233	18,354	5.11	4.58	5.11
Rock River Valley, No. 38	11,209	6,560	4.93	4.52	4.93
Southern Michigan, No. 40	284,985	182,082	5.26	4.78	5.26

Note: The producer price shown for Michigan Upper Peninsula and Milwaukee is, in each case, the weighted average of minimum pay prices for pool plants, including zone or location differentials. Announced prices for basic zones are quoted in other instances. During base pay periods weighted averages are shown for base and excess prices.

♦ After May 1, 1966

COMPUTATION OF UNIFORM PRICES*

JULY 1967

	Northeastern Wisconsin Marketing Area Federal Order No. 45			Madison Wisconsin Marketing Area Federal Order No. 51		
	Producer			Producer		
	Milk	B'Fat	Value	Milk	B'Fat	Value
Producer Milk in Class I	22,940,355	782,947	$1,073,095.54	8,889,516	303,481	$424,288.89
Producer Milk in Class II	22,574,377	849,250	936,639.53	8,347,277	306,743	340,804.54
Total Milk and Value Before Adjustments	45,514,732	1,632,197	$2,009,735.07	17,236,793	610,224	$765,093.43
Adjustments for Value of:						
Overage Deducted from Class I and II			973.83			340.92
Beginning Inventory Reclassification			122.63			259.20
Other Source Milk Deducted from Class I at Class I Price			-0-			13,152.02
Butterfat More or Less than 3.5 Percent			−30,953.29			−5,640.31
Producer Location Differentials			-0-			9,610.29
Half of Producer–Equalization Fund			24,200.40			9,126.91
Other Source Milk Deducted from Class I at Blend Price			-0-			−12,665.50
Aggregate Value and Average Price	$4.4031428		$2,004,078.64	$4.521009		$779,276.96
Reserve to Producer–Equalization Fund	.0431428		−19,636.33	.041009		−7,068.63
Uniform Price for 3.5% Milk	**$4.36**		$1,984,442.31	**$4.48**		$772,208.33

Tips for Keeping Your Hired Workers "Down on the Farm" Permanently

Excerpts from USDA, Agricultural Situation, April 1967

Getting a good hired worker on a farm is a problem. Keeping him there is an even more difficult matter.

The hired worker with some special skills and management ability is a much-sought-after commodity in today's labor market – for both farm and factory jobs. Too often, its agriculture that loses out in the contest for skilled workers.

What can the farm operator do to meet and beat industry's challenge? Here are a few adjustments farmers might make to improve their competitive position:

THE PAY PACKAGE. To compete effectively, farmers need to reappraise the pay package they offer their hired workers, both as to its size and composition.

The level of the wage payment is of great concern because it is generally lower than that in industry. In 1964, the cash farm wage rate averaged $1.14 an hour, compared with $2.61 an hour for manufacturing workers.

The unit of time on which the cash wage is based also varies. Supervisory workers are normally paid on a monthly or annual basis and, in most cases, this works satisfactorily. Hired laborers, however, may be paid by the hour, day, week, or month.

Pay by the hour, as in industry, has several advantages that compensate for the burden of timekeeping. The employee knows how much he has worked, including overtime, and the rate he is being paid. Requests for time off may also be handled with little friction. Also, the farm manager may become more cost-conscious and be encouraged to eliminate "busy" work in favor of more productive jobs.

An important part of the pay package is made up of noncash benefits – such as a house, utilities, meat, meals, a gasoline allowance, and other items available from the farm business. However, these noncash benefits don't really compete in popularity with the fringe benefits commonly provided by industry – sick leave, paid vacations, hospitalization, life insurance, and retirement plans.

Dropping some of the traditional noncash farm benefits in favor of either some fringe benefits common to industry or a higher straight cash wage might prove more satisfactory to both farm operator and worker.

Many a farm worker would prefer the greater flexibility of cash to a side of beef, sick leave to a gasoline allowance. Also, many farm workers prefer to live off the farm where their personal life is separated from their work.

INCENTIVE PLANS. Farmers might also consider various types of incentive plans designed to increase labor productivity, reward workers more closely with the success of the farm business.

Generally, incentive plans function best when they are restricted to a particular operation over which the employee has a great deal of control. For example, a swine herdsman might share in the profits from extra pigs weaned per litter or in improved feed efficiency.

(continued on page 8)

* Subject to location differentials where applicable. In the case of members of approved cooperatives, these prices are subject to the deductions authorized by the associations. The prices listed do not include any premium payments which may be paid by handlers and which may bring actual payments in excess of the minimum requirements.

UTILIZATION AND CLASS

MILWAUKEE MARKET NO. 39 ▲

ITEM	July 1967 Thousand Pounds	July 1967 % B'fat	June 1967 Thousand Pounds	June 1967 % B'fat	July 1966 Thousand Pounds	July 1966 % B'fat
CLASS I MILK						
Packaged Products:						
Fluid Milk	51,008	3.5	52,576	3.5	45,387	3.5
Flavored Milk	1,297	3.5	1,531	3.5	1,254	3.5
2% Skim Milk, Solids Added	7,760	2.1	7,653	2.0	5,960	2.1
2% Skim Milk	1,905	2.1	1,971	2.1	1,920	2.1
Skim Milk, Solids Added	2,150	.4	2,194	.3	1,871	.4
Skim Milk	903	.6	934	.6	944	.6
Buttermilk	663	1.0	638	1.0	766	1.0
Flavored Milk Drink	153	.5	154	.4	237	.6
Half & Half	904	12.3	934	12.3	876	12.4
Light Cream	13	18.9	14	18.4	15	17.0
Whipping Cream	155	33.7	172	33.7	165	33.6
Cultured Cream	298	16.9	256	17.4	284	16.8
Subtotal	67,209	3.3	69,027	3.3	59,679	3.4
Bulk Sales to Nonhandlers	266	3.6	383	4.0	379	3.6
Unaccounted for Milk	374	4.2	281	4.5	189	9.2
Total Utilized in Class I	67,849	3.3	69,691	3.3	60,247	3.4
Nonpool Receipts*	–2,019	–	–1,580	–	1,730	3.5
CLASS I – PRODUCER MILK	**65,830**	**3.4**	**68,111**	**3.4**	**61,977**	**3.4**
CLASS II MILK						
Eggnog	–	–	–	–	–	–
Bakeries et al.**	302	7.7	526	5.8	75	19.2
Cottage Cheese	4,200	1.0	4,645	1.0	4,508	1.0
Cheese	6,430	3.6	7,310	3.6	2,303	3.7
Butter	284	32.5	413	34.6	531	24.4
Evap., Cond., & Pwd.	6,020	3.6	7,662	3.5	2,920	1.5
Ice Cream & Mixes	3,593	8.2	3,858	8.4	3,093	9.5
Livestock Feed	100	–	103	–	121	–
Dumped Products	7	–	53	–	7	–
Skim Equiv. Fort. Prod.	1,762	–	1,796	–	1,527	–
Ending Inventory	5,488	4.0	4,585	3.8	6,235	3.8
Shrinkage	1,132	2.9	934	3.2	1,098	3.3
Total Utilized in Class II	29,318	3.9	31,885	4.0	22,418	3.9
Nonpool Receipts*	–9,270	–	–11,402	–	–9,884	3.2
CLASS II – PRODUCER MILK	**20,048**	**4.4**	**20,483**	**4.6**	**12,534**	**4.6**
TOTAL PRODUCER RECEIPTS	**85,878**	**3.6**	**88,594**	**3.7**	**74,511**	**3.6**

▲ Prior to May 1, 1966.

* Includes receipts of other source milk, beginning inventory, and overage, all as allocated to classes and adjustment for Class II interorder transfers shown as Class I.

** Bakeries et al. includes products for candy manufacturing, aerated cream, sour cream products not labeled Grade A, and small amounts of eggnog during off-season months.

SSIFICATION OF MILK

NORTHEASTERN MARKET NO. 45						MADISON MARKET NO. 51					
July 1967		June 1967		July 1966		July 1967		June 1967		July 1966	
Thousand Pounds	% B'fat	Thousand Pounds	% B'fat	Thousand Pounds	% B'fat	Thousand Pounds	% B'fat	Thousand Pounds	% B'fat	Thousand Pounds	% B'fat
18,149	3.4	17,254	3.4	19,540	3.4	5,567	3.4	5,982	3.3	7,227	3.4
680	3.4	681	3.5	832	3.4	290	3.6	161	3.6	369	3.7
1,838	2.0	1,686	2.0	1,640	2.1	1,261	2.1	722	2.1	1,489	2.1
1 537	2.2	539	2.1	306	2.0	191	2.3	207	2.3	–	–
789	.3	784	.3	672	.4	281	.4	208	.6	372	.5
296	.5	337	.5	552	.4	32	.4	37	.6	38	.3
237	.8	218	.9	279	.8	97	1.5	83	1.3	130	1.5
106	.8	98	.8	103	.7	7	2.4	1	.3	11	.2
383	12.5	343	12.6	419	12.6	232	12.1	194	12.1	254	12.2
2	27.2	1	26.8	4	24.3	1	27.9	–	–	2	21.8
71	34.4	67	35.1	79	35.2	23	34.3	24	33.9	27	33.5
118	18.6	103	18.5	103	18.8	81	18.2	78	18.8	75	18.4
23,206	3.4	22,111	3.4	24,529	3.4	8,063	3.5	7,697	3.5	9,994	3.5
303	3.5	476	3.4	453	3.5	1,399	3.6	1,434	3.6	3,032	3.6
145	2.2	84	3.3	96	13.3	93	4.7	5	42.4	86	8.9
23,654	3.4	22,671	3.4	25,078	3.5	9,555	3.5	9,136	3.6	13,112	3.6
–714	3.0	–858	2.6	–716	3.3	–665	5.2	–622	5.4	–1,463	4.4
22,940	**3.4**	**21,813**	**3.4**	**24,362**	**3.5**	**8,890**	**3.4**	**8,514**	**3.4**	**11,649**	**3.4**
–	–	–	–	–	–	–	–	–	–	–	–
–	–	–	–	–	–	7	14.5	6	17.0	4	19.8
2,270	1.1	2,639	1.0	2,389	1.0	1,640	.9	1,610	1.0	1,597	1.0
15,322	3.5	22,834	3.6	9,255	3.5	1,677	2.9	2,143	3.1	1,037	3.0
359	3.5	466	35.3	154	34.0	546	36.5	958	36.2	250	21.9
3,237	.8	4,564	.9	1,500	1.3	5,029	–	8,180	–	1,231	–
1,669	10.3	1,788	10.2	2,282	8.2	1,044	9.3	932	7.9	1,373	8.6
74	–	85	–	94	–	64	–	41	–	133	–
8	–	6	–	4	–	1	–	23	–	3	–
543	–	561	–	497	–	213	–	209	–	250	–
2,606	4.0	2,242	3.8	2,902	3.9	958	3.7	799	3.9	1,203	4.2
489	2.8	375	3.6	551	4.0	189	3.0	147	3.5	251	2.9
26,577	3.8	35,560	3.7	19,628	3.8	11,368	3.5	15,048	3.6	7,332	3.8
–4,003	3.7	–4,252	3.5	–4,781	3.7	–3,021	3.2	–3,709	3.3	–2,873	3.7
22,574	**3.8**	**31,308**	**3.8**	**14,847**	**3.7**	**8,347**	**3.7**	**11,339**	**3.7**	**4,459**	**3.9**
45,514	**3.6**	**53,121**	**3.6**	**39,209**	**3.6**	**17,237**	**3.5**	**19,853**	**3.6**	**16,108**	**3.6**

RECEIPTS AND CLASS I UTILIZATION*

	YEAR	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC	AVG
MILWAUKEE ORDER NO. 39▲														
Producer Receipts														
Class I Pounds	1965	62.0	57.6	64.5	65.8	64.2	61.3	62.5	60.7	64.9	67.0	66.2	68.0	63.7
	1966	67.6	63.5	70.2	67.9	67.2	63.1	62.0	66.2	66.9	68.1	67.7	70.4	66.7
	1967	71.7	66.8	71.2	70.1	74.3	68.1	65.8						
Class I Percent	1965	79.3	80.5	80.8	79.8	75.8	76.9	80.3	79.0	87.1	87.4	88.2	86.4	81.8
	1966	83.7	85.8	84.9	84.1	82.0	79.4	83.2	85.3	87.6	86.1	86.2	83.4	84.3
	1967	80.8	82.2	83.1	78.8	79.7	76.9	76.7						
Total Receipts	1965	78.2	71.6	79.9	82.4	84.7	79.7	77.8	76.9	74.5	76.6	75.1	78.7	78.0
	1966	80.7	74.0	82.7	80.7	81.9	79.5	74.5	77.6	76.3	79.1	78.5	86.5	79.3
	1967	88.7	81.3	85.6	88.9	93.2	88.6	85.9						
Other Source Receipts	1965	3.9	3.7	4.4	4.5	4.3	4.8	5.3	4.4	5.5	5.7	5.5	5.3	4.8
	1966	4.3	5.0	5.6	4.4	4.6	4.5	5.0	5.2	5.6	4.8	4.6	3.8	4.8
	1967	3.4	3.6	5.4	3.8	4.3	5.1	5.3						
NORTHEASTERN WISCONSIN ORDER NO. 45														
Producer Receipts														
Class I Pounds	1965	24.0	22.6	25.3	23.8	23.0	21.8	24.6	23.4	23.9	24.5	24.3	24.6	23.8
	1966	24.5	23.0	24.9	23.8	24.0	22.1	24.4	25.4	25.2	24.9	24.4	24.5	24.3
	1967	24.2	22.9	26.4	22.9	24.4	21.8	22.9						
Class I Percent	1965	56.2	57.0	56.4	54.3	51.6	51.7	70.5	71.5	73.3	70.7	67.0	62.4	61.9
	1966	57.3	57.9	55.7	53.9	52.1	48.7	62.1	68.6	73.7	67.5	64.8	54.2	59.7
	1967	48.7	46.0	48.5	44.1	44.4	41.1	50.4						
Total Receipts	1965	42.8	39.6	44.8	43.8	44.7	42.2	34.9	32.7	32.7	34.7	36.2	39.4	39.0
	1966	42.7	39.8	44.8	44.1	46.0	45.4	39.2	37.1	34.3	36.8	37.7	45.2	41.1
	1967	49.7	49.7	54.5	51.9	54.9	53.1	45.5						
Other Source Receipts	1965	1.9	1.9	2.3	2.1	2.1	2.5	3.2	2.9	2.4	2.3	2.1	2.2	2.3
	1966	1.9	1.9	2.3	2.1	2.4	2.7	2.9	2.8	2.4	2.1	2.1	2.1	2.3
	1967	2.0	2.0	2.5	2.0	2.3	2.5	2.5						
MADISON ORDER NO. 51														
Producer Receipts														
Class I Pounds	1965	17.0	14.3	18.0	11.3	9.9	9.4	11.8	10.8	12.3	12.8	12.6	12.1	12.7
	1966	12.2	11.5	11.9	10.7	11.0	9.9	11.6	10.7	12.0	12.2	11.8	11.2	11.4
	1967	12.4	11.2	14.3	9.7	10.3	8.5	8.9						
Class I Percent	1965	71.3	65.8	75.0	64.9	59.6	58.8	78.3	73.9	86.8	82.9	83.4	76.1	73.1
	1966	74.5	76.3	69.2	63.9	62.8	59.0	72.3	69.0	76.0	73.4	66.2	60.1	68.6
	1967	61.3	60.0	65.5	48.0	47.8	42.9	51.6						
Total Receipts	1965	23.8	21.8	24.0	17.4	16.6	16.1	15.1	14.6	14.2	15.5	15.1	16.0	17.5
	1966	16.4	15.1	17.2	16.8	17.5	16.8	16.1	15.5	15.8	16.6	17.9	18.7	16.7
	1967	20.3	18.7	21.8	20.2	21.5	19.9	17.2						
Other Source Receipts	1965	2.3	1.9	2.2	2.3	4.9	3.7	2.6	2.6	2.8	3.3	3.3	2.6	2.9
	1966	2.9	2.4	2.0	2.3	2.3	2.6	3.3	2.3	3.9	3.5	3.0	3.7	2.8
	1967	2.8	3.0	4.3	2.5	2.9	3.3	2.9						

* Shown in millions of pounds.

PRODUCER DELIVERY INFORMATION

	YEAR	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC	AVG
MILWAUKEE ORDER NO. 39▲														
Number of Farms	1965	2246	2237	2228	2350	2345	2333	2346	2372	2362	2300	2306	2304	2311
	1966	2295	2294	2275	2252	2238	2280	2302	2362	2385	2383	2427	2439	2328
	1967	2434	2450	2456	2568	2567	2521	2567						
Average Daily Production	1965	1121	1136	1154	1166	1161	1152	1073	1051	1060	1019	1089	1112	1108
	1966	1134	1152	1170	1195	1177	1166	1050	1076	1068	1073	1086	1146	1124
	1967	1176	1192	1127	1215	1244	1205	1174						
Average Test, Percent	1965	3.78	3.77	3.77	3.75	3.71	3.62	3.56	3.60	3.75	3.80	3.78	3.77	3.72
	1966	3.75	3.75	3.73	3.73	3.72	3.65	3.60	3.58	3.67	3.79	3.85	3.83	3.72
	1967	3.80	3.78	3.78	3.74	3.72	3.66	3.60						
NORTHEASTERN WISCONSIN ORDER NO. 45														
Number of Farms	1965	1304	1306	1305	1301	1282	1286	1203	1219	1287	1288	1344	1332	1288
	1966	1378	1374	1350	1332	1328	1323	1291	1294	1266	1273	1312	1425	1329
	1967	1448	1549	1556	1455	1458	1455	1389						
Average Daily Production	1965	1058	1084	1107	1122	1125	1095	935	867	846	868	898	954	997
	1966	1000	1034	1071	1103	1118	1114	980	924	903	933	957	1023	1013
	1967	1107	1146	1130	1190	1216	1217	1057						
Average Test, Percent	1965	3.69	3.68	3.68	3.67	3.64	3.64	3.59	3.62	3.76	3.81	3.77	3.73	3.69
	1966	3.71	3.69	3.66	3.66	3.65	3.63	3.57	3.59	3.67	3.80	3.82	3.76	3.68
	1967	3.74	3.71	3.70	3.67	3.65	3.63	3.59						
MADISON ORDER NO. 51														
Number of Farms	1965	645	644	638	508	488	486	497	504	499	500	493	492	533
	1966	490	488	488	490	484	478	518	496	638	534	643	586	528
	1967	564	603	596	611	621	576	571						
Average Daily Production	1965	1189	1206	1215	1144	1095	1102	979	936	948	997	1023	1047	1073
	1966	1081	1106	1135	1142	1169	1170	1003	1010	1026	1054	1040	1051	1082
	1967	1160	1172	1180	1240	1237	1288	1157						
Average Test, Percent	1965	3.69	3.68	3.69	3.70	3.70	3.61	3.56	3.59	3.77	3.79	3.76	3.74	3.69
	1966	3.73	3.72	3.70	3.70	3.69	3.62	3.56	3.60	3.69	3.79	3.81	3.78	3.70
	1967	3.74	3.73	3.73	3.68	3.65	3.58	3.54						

▲ Prior to May 1, 1966.

MANUFACTURING AND FEDERAL ORDER PRICES

	YEAR	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC	AVG
Manufacturing Prices (cents)														
92 Score Butter	1965	58.00	57.99	57.99	58.97	58.97	58.97	59.00	61.03	62.22	62.89	63.27	63.45	60.23
	1966	59.33	61.80	63.40	62.80	63.54	65.99	71.19	73.05	74.88	68.80	67.70	66.49	66.58
	1967	66.47	66.47	66.46	66.45	66.47	66.47	66.47						
Cheddar Cheese – Wisconsin	1965	35.38	35.25	35.25	35.20	34.75	34.75	34.75	35.00	35.22	36.35	38.00	40.30	35.84
	1966	40.50	41.62	43.50	41.10	40.81	42.38	44.95	47.00	46.90	44.50	44.50	44.50	43.52
	1967	44.00	42.50	42.50	42.50	42.50	42.50	42.44						
Spray Dry Skim	1965	14.23	14.27	14.25	14.22	14.28	14.21	14.24	14.31	14.21	14.31	14.42	14.31	14.27
	1966	14.54	14.59	14.81	16.02	16.70	16.81	18.83	19.63	19.73	19.64	19.74	19.58	17.55
	1967	19.57	19.46	19.48	19.47	19.44	19.47	19.46						
Federal Order Prices (per cwt.)														
Basic Formula*	1965	3.25	3.22	3.22	3.23	3.22	3.20	3.21	3.25	3.29	3.34	3.39	3.47	3.27
	1966	3.47	3.58	3.68	3.64	3.65	3.82	4.05	4.26	4.34	4.26	4.15	4.14	3.92
	1967	4.08	4.02	4.01	3.98	3.96	3.96	3.95						
Class I Price Differentials														
Orders No. 39 and No. 51		.88	.88	.68	.68	.68	.68	.88	1.08	1.08	1.08	1.08	.88	.88
Northeastern Order No. 45		.74	.74	.54	.54	.54	.54	.74	.94	.94	.94	.94	.74	.74
Class I Supply–Demand Adjustments														
Orders No. 39 and No. 51	1965	–.24	–.24	–.24	–.24	–.24	–.24	–.24	–.24	–.24	–.24	–.24	–.24	–.24
	1966	–.24	–.24	–.24	–.24	–.24	–.24	–.24	–.24	–.24	–.24	–.24	–.24	–.24
	1967	–.24	–.24	–.24	–.24	–.24	–.24	–.24						
Northeastern Order No. 45	1965	–.20	–.24	–.24	–.24	–.24	–.24	–.24	–.24	–.20	–.16	–.12	–.08	–.20
	1966	–.12	–.16	–.20	–.24	–.24	–.24	–.24	–.24	–.24	–.20	–.16	–.16	–.20
	1967	–.20	–.24	–.24	–.24	–.24	–.24	–.24	–.24					
Class I Prices (cwt.)														
Orders No. 39 and No. 51**	1965	3.93	3.89	3.66	3.66	3.67	3.66	3.84	4.05	4.09	4.13	4.18	4.18	3.91
	1966	4.18	4.18	4.174	4.292	4.30	4.31	4.617	4.89	5.10	5.18	5.10	4.90	4.60
	1967	4.90	4.90	4.59	4.59	4.89	4.89	4.89	4.89					
Northeastern Order No. 45	1965	3.83	3.75	3.52	3.52	3.53	3.52	3.70	3.91	3.99	4.07	4.16	4.05	3.80
	1966	4.16	4.14	4.094	4.158	4.16	4.17	4.477	4.75	4.96	5.08	5.04	4.84	4.50
	1967	4.80	4.76	4.45	4.45	4.75	4.75	4.75	4.75					
Class I Butterfat Differentials (cents)														
Orders No. 39 and No. 51	1965	7.1	7.0	7.0	7.0	7.1	7.1	7.1	7.1	7.3	7.5	7.5	7.6	7.2
(.120 x Butter)	1966	7.6	7.1	7.4	7.6	7.5	7.6	7.9	8.5	8.8	9.0	8.3	8.1	8.0
	1967	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0					
Northeastern Order No. 45	1965	7.4	7.2	7.2	7.2	7.4	7.4	7.4	7.4	7.6	7.8	7.9	7.9	7.5
(.125 x Butter)	1966	7.9	7.4	7.7	7.9	7.8	7.9	8.2	8.9	9.1	9.4	8.6	8.5	8.3
	1967	8.3	8.3	8.3	8.3	8.3	8.3	8.3	8.3					
Class II Butterfat Differentials (cents)														
Orders No. 39, 45 and 51	1965	6.7	6.7	6.7	6.8	6.8	6.8	6.8	7.0	7.2	7.2	7.3	7.3	6.9
(.115 x Butter)	1966	6.8	7.1	7.3	7.2	7.3	7.6	8.2	8.4	8.6	7.9	7.8	7.6	7.6
	1967	7.6	7.6	7.6	7.6	7.6	7.6	7.6						

* Class II price which is the Wisconsin–Minnesota Series.

PRODUCERS UNIFORM PRICES & BUTTERFAT DIFFERENTIALS

Milwaukee Order No. 39▲														
Uniform Prices**	1965	3.79	3.75	3.58	3.58	3.56	3.55	3.72	3.89	3.99	4.03	4.09	4.08	3.80
	1966	4.05	4.10	4.10	4.18	4.19	4.21	4.53	4.80	5.01	5.02	4.95	4.76	4.49
	1967	4.73	4.74	4.49	4.45	4.70	4.67	4.67						
Producer Differentials	1965	7.0	6.9	6.9	6.9	7.0	7.0	7.0	7.1	7.3	7.4	7.5	7.5	7.1
	1966	7.4	7.1	7.4	7.5	7.5	7.6	8.0	8.5	8.8	8.7	8.2	7.9	7.9
	1967	7.9	7.9	7.9	7.8	7.9	7.9	7.9						
Northeastern Order No. 45														
Uniform Prices**	1965	3.57	3.53	3.39	3.39	3.39	3.38	3.58	3.74	3.81	3.85	3.90	3.82	3.61
	1966	3.85	3.90	3.90	3.91	3.91	3.99	4.33	4.61	4.80	4.79	4.71	4.50	4.27
	1967	4.42	4.35	4.21	4.18	4.30	4.29	4.36						
Producer Differentials	1965	7.1	7.0	7.0	7.0	7.1	7.1	7.2	7.3	7.5	7.6	7.7	7.7	7.3
	1966	7.4	7.3	7.5	7.6	7.5	7.7	8.2	8.7	8.9	8.8	8.3	8.1	8.0
	1967	7.9	7.9	7.9	7.9	7.9	7.9	7.9						
Madison Order No. 51														
Uniform Prices**	1965	3.73	3.67	3.55	3.53	3.50	3.48	3.72	3.84	3.99	3.99	4.04	4.01	3.75
	1966	3.99	4.06	4.02	4.07	4.06	4.13	4.47	4.71	4.93	4.94	4.80	4.61	4.40
	1967	4.60	4.57	4.41	4.30	4.42	4.39	4.48						
Producer Differentials	1965	7.0	6.9	6.9	6.9	7.0	7.0	7.0	7.1	7.3	7.4	7.5	7.5	7.1
	1966	7.3	7.1	7.4	7.4	7.4	7.6	8.0	8.5	8.7	8.6	8.1	7.9	7.8
	1967	7.8	7.8	7.8	7.8	7.8	7.8	7.8						

▲ **Prior to May 1, 1966.**

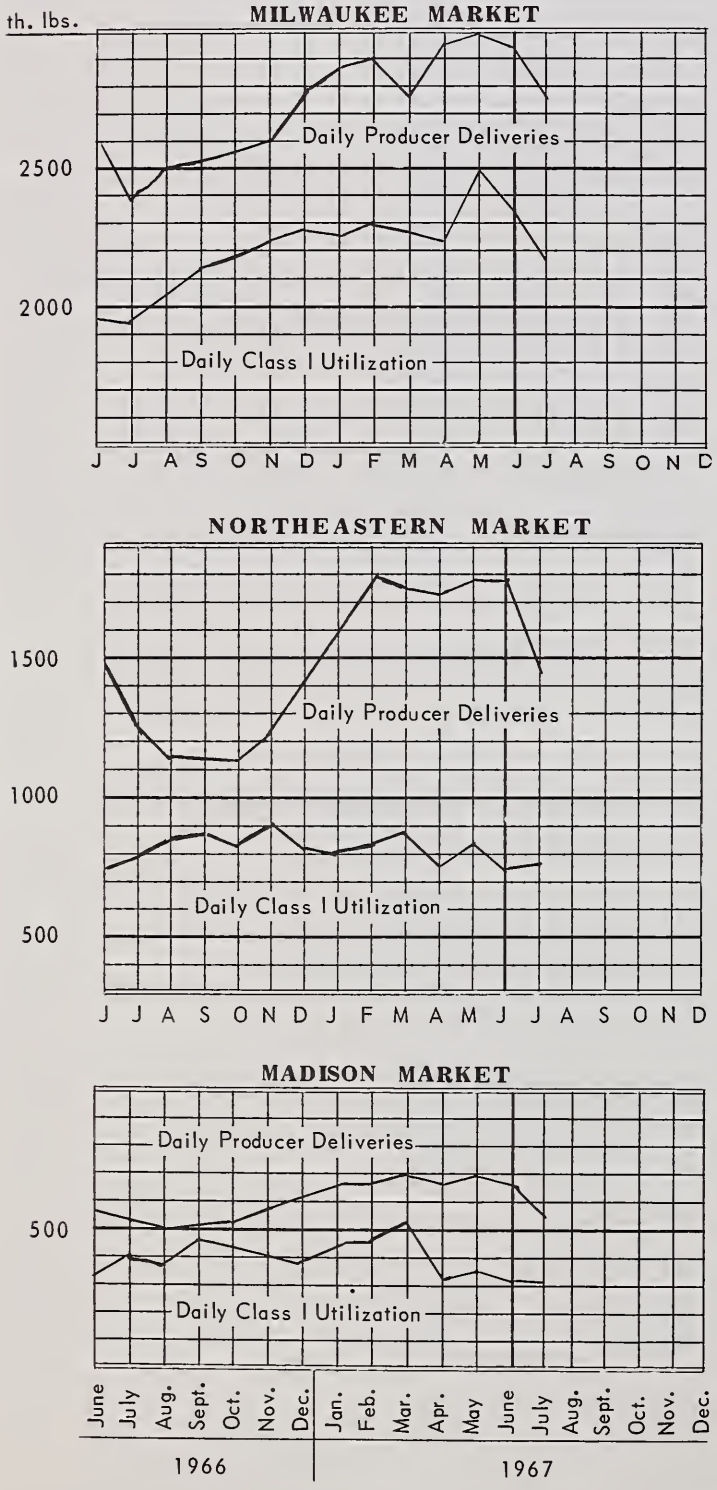
** Weighted averages are shown for all markets whenever base and excess prices and/or location differentials are applicable.

WISCONSIN
FEDERAL MILK ORDER BULLETIN

PUBLISHED MONTHLY BY
Federal Milk Market Administrator
4920 West Burleigh Street
Milwaukee, Wisconsin 53210
FOR THE
MILWAUKEE, NORTHEASTERN and MADISON MARKETING AREAS

This bulletin is primarily to provide producers who are not members of cooperative associations with market information in accordance with §1039.74 of the Milwaukee Wisconsin marketing order, §1045.75 of the Northeastern Wisconsin marketing order, and §1051.77 of the Madison Wisconsin marketing order.

COMPARISON OF DAILY PRODUCER DELIVERIES TO DAILY CLASS I UTILIZATION



(continued from page 1)

DAIRY FARMERS FOR PUGET SOUND AREA TO HAVE CLASS I BASE PLAN

paying dairymen who have no milk production history for Puget Sound, and those to whom hardship adjustments are made.

One or more local producer base plan committees will be set up by the market administrator to consider producers' applications for hardship adjustments, and producers may appeal committee determinations to the Consumer and Marketing Service's Dairy Division in Washington, D.C.

Also, provision is made for the transfer of bases under specified conditions.

Still another change revises the differential to be paid on excess milk delivered to plants in District 1 and Kitsap, Mason and Pierce Counties.

The amended order establishing the Class I base plan in the Puget Sound market contains the same provisions as the final decision of July 17, upon which farmers voted.

Copies of the amended order may be obtained from Market Administrator Nicholas L. Keyock, 16 West Harrison St., Seattle, Wash. 98119; or the Dairy Division, Consumer and Marketing Service, U.S. Department of Agriculture, Washington, D.C. 20250.

* * *

(continued from page 3)

TIPS FOR KEEPING YOUR HIRED WORKERS "DOWN ON THE FARM" PERMANENTLY

Payments should be large enough to encourage incentive, but not a major portion of the total pay. And the incentive plan should be simple, preferably explained in a written agreement.

Care must be taken, however, to avoid setting incentives that might encourage diligence in one part of the farm business at the expense of another. Also, the producer must guard against incentives based on volume output alone since this can be costly in times of low prices.

Profit sharing is another type of incentive plan by which an employee may receive part of his pay. The worker is encouraged to be cost-conscious and to take an interest in the entire farm business. However, with such a plan, the books must always be open and even then there is a chance of controversy over methods of accounting.

JOB STATUS. The popular image of both the hired farmworker and the work he does is still poor. Farmers need to do everything they can to raise the dignity and status of hired workers through good personal relations, improved working conditions, opportunities for advancement, and job security.

Good relations between employer and employee are essential. A worker needs to feel that he is important and that he is contributing in a large way to the success of the farm business. Good working conditions are appreciated by employees.

Part of the effort to keep skilled employees should be devoted to making jobs easier, reducing manual labor and eliminating as far as possible jobs considered highly disagreeable. Safety, too, is evidence of a farmer's concern for his employees.

Farmers need stability in their labor supply now more than ever before. But agricultural workers, with growing community ties and higher fixed financial commitments, have equal need for job assurance. The added security of a written wage contract could help stabilize the farm labor force and be of mutual benefit to both parties.

MILWAUKEE MARKET NO. 39♦

UTILIZATION AND CLASSIFICATION OF MILK

ITEM	July 1967 Thousand Pounds	July 1967 % B'fat	June 1967 Thousand Pounds	June 1967 % B'fat
CLASS I MILK				
Packaged Products:				
Fluid Milk	89,417	3.5	93,161	3.5
Flavored Milk	1,994	3.5	2,622	3.5
2% Skim Milk, Solids added	12,547	2.1	12,637	2.0
2% Skim Milk	2,048	2.1	2,114	2.1
Skim Milk, Solids added	4,416	.5	4,608	.4
Skim Milk	1,013	.6	1,037	.6
Buttermilk	1,477	.8	1,534	.8
Flavored Milk Drink	619	1.0	591	1.0
Half & Half	2,509	12.2	2,682	12.2
Light Cream	37	18.6	39	18.2
Whipping Cream	275	34.0	322	34.0
Cultured Cream	968	16.9	1,006	17.0
Subtotal	117,320	3.5	122,353	3.5
Bulk Sales to Nonhandlers	31,759	3.4	30,250	3.5
Unaccounted for Milk	517	15.5	359	24.4
Total Utilized in Class I	149,596	3.5	152,962	3.6
Nonpool Receipts*	−2,588	4.3	−2,722	3.9
CLASS I – PRODUCER MILK	**147,008**	**3.5**	**150,240**	**3.6**
CLASS II MILK				
Eggnog	–	–	–	–
Bakeries et al.**	5,014	8.0	7,306	6.6
Cottage Cheese	13,087	1.8	14,988	1.7
Cheese	31,338	3.2	35,228	3.1
Butter	6,839	36.8	8,830	37.3
Evap., Cond., & Pwd.	100,966	.5	118,013	.5
Ice Cream & Mixes	10,043	12.9	9,887	13.0
Livestock Feed	115	–	118	–
Dumped Products	8	–	53	–
Skim Equiv. Fort. Prod.	1,899	–	1,942	–
Ending Inventory	11,808	4.6	9,912	4.6
Shrinkage	2,030	4.4	1,643	6.1
Total Utilized in Class II	183,147	3.6	207,920	3.6
Nonpool Receipts*	−15,120	4.0	−18,911	4.0
CLASS II – PRODUCER MILK	**168,027**	**3.6**	**189,009**	**3.6**
TOTAL PRODUCER RECEIPTS	**315,035**	**3.5**	**339,249**	**3.6**

SELECTED DATA COMPARISONS

	July 1967	June 1967
Average Daily:		
Producer Milk, thous. lbs.	10,162	11,308
Other Receipts, thous. lbs.	254	259
Gross Class I, thous. lbs.	4,826	5,099
Gross Class II, thous. lbs.	5,908	6,931
Deliveries per Farm, lbs.	1,108	1,221
Number of Farms	9,378	9,334
Avg. Test of Producer Milk, %	3.55	3.58
Number of Handlers:		
Pool Plants	46	48
Other Handlers	2	2
Producer Milk in Class I, %	46.7	44.3
Shrinkage to Total Receipts:		
Product Pounds, %	.65	.48
Butterfat Pounds, %	1.18	1.21

* Includes receipts of other source milk, beginning inventory, and overage, all as allocated to classes, and adjustment for Class II interorder transfers shown as Class I.

** Bakeries et al. includes products for candy manufacturing, aerated cream, sour cream products not labeled Grade A, and small amount of eggnog during off-season months.

♦ Data from all regulated handlers including those under Order No. 30 prior to May 1, 1966.

MINIMUM PAY PRICES FOR HANDLERS

JULY 1967

Milwaukee Wisconsin Marketing Area
Federal Order No. 39

Minimum prices per hundredweight to be paid on or before the 15th of each month to producers, 3.5% milk, f.o.b. plant. These prices are subject to a butterfat differential per point over and under 3.5% and to a deduction of 2 cents per hundredweight for marketing service for nonmembers.

NAME AND LOCATION OF PLANTS	MINIMUM PAY PRICE	B'FAT DIF'L
Allied Food Products, Inc., Hartford	$3.96	7.6¢
Antigo Milk Products Cooperative, Antigo	4.07	7.7
Blochowiak Dairy Company, Milwaukee	4.59	7.9
The Borden Company, Milwaukee	4.65	7.9
Borden Foods Company, New London	3.96	7.6
Cedarburg Dairy, Inc., Cedarburg	4.70	7.9
Christiansen's Dairy, Hartford	4.83	7.9
Consolidated Badger Cooperative, Appleton	4.14	7.7
Consolidated Badger Cooperstive, Seymour	4.12	7.7
Consolidated Badger Cooperative, Wittenberg	4.06	7.7
Dean Milk Company, Belvidere, Ill.	4.40	7.8
Dean Milk Company, Chemung, Ill.	4.44	7.8
Dean Milk Company, Huntley, Ill.	4.44	7.8
Dean Milk Company, Janesville	4.40	7.8
Dean Milk Company, Rockford, Ill.	4.40	7.8
Dean Milk Company, Shullsburg	4.36	7.8
Deerfield Creamery Company, Deerfield	4.40	7.8
Fairmont Foods Company, Kewaskum	4.70	7.9
Galloway Company, Neenah	4.19	7.7
Galloway—West Company, Fond du Lac	4.02	7.6
Gehl Guernsey Farms, Inc., Germantown	4.45	7.8
Golden Guernsey Dairy Cooperative, Milwaukee	4.66	7.9
Golden Guernsey Dairy Cooperative, Waukesha	4.66	7.9
Hawthorn—Mellody Farms Dairy, Milwaukee	4.69	7.9
Hawthorn—Mellody Farms Dairy, Whitewater	4.69	7.9
Healthway Dairy, Inc., Fort Atkinson	4.58	7.8
Hiawatha Valley Dairies Cooperative, Sparta	4.32	7.8
Home Dairy, Inc., Beaver Dam	4.73	7.9
Keystone Farms, Waukesha	4.80	8.0
Krueger Dairy, Grafton	4.82	8.0
Ludwig Milk Company, Polo, Ill.	4.73	7.9
McFarlands' Farm Dairy, Watertown	4.71	7.9
Milk Producers Cooperative, Inc., Kenosha	4.53	7.8
Mullen's Dairy, Watertown	4.55	7.8
Pabst Farms, Inc., Oconomowoc	4.18	7.7
Pabst Farms, Inc., Paoli	4.18	7.7
Pet Incorporated, Belleville	4.29	7.7
Progressive Dairy Products Co., Racine	4.74	7.9
Pure Milk Association, Albion	4.42	7.8
Pure Milk Association, Astico	4.42	7.8
Pure Milk Association, Burlington, Ill.	4.46	7.8
Pure Milk Association, Burlington, Wis.	4.42	7.8
Pure Milk Association, Kansasville	4.87	8.0
Pure Milk Association, Mount Horeb	4.42	7.8
Roets Home Dairy, Waupun	4.75	7.9
Sealtest Foods, Milwaukee	4.69	7.9
Slinger Creamery Incorporated, Slinger	4.43	7.8
Spinney Run Farms Corp., Libertyville, Ill.	4.80	7.9
Thiel's Milk Products, Inc., St. John	4.22	7.7
Viroqua Cooperative Creamery Company, Viroqua	4.18	7.7
Warren Dairy, Burlington	4.86	7.9
Wayside Dairy, Belgium	4.85	8.0
West Side Dairy, Inc., Hartford	4.72	7.9
White Clover Dairy Company, Inc., Holland	4.29	7.8
Willow Dale Dairy Farms, Inc., Antioch, Ill.	4.74	7.9
Wisconsin Dairies Cooperative, Sauk City	4.26	7.7
Wright & Wagner Dairy, Beloit	4.16	7.7
WEIGHTED AVERAGES — Combination	$4.39	7.8¢
WEIGHTED AVERAGES — Milwaukee Only	$4.67	7.9¢

In the case of members of approved cooperatives, these prices are subject to the deductions authorized by the association. The prices listed do not include any premium payments which may be paid by handlers and which may bring actual payments in excess of the minimum requirements.